

Issue List - 7 Records					
ID	Project	Type	Label	Description	
IS00000001	Sample DB	Issue 01	Product Creation	Product Development and Creation	
IS00000002	Sample DB	Issue 02	Mkt.Plng/Positioning	Market planning and positioning	
IS00000003	Sample DB	Issue 03	Cap.Plng and Utili.	Capital planning and utilization	
IS00000004	Sample DB	Issue 04	Order Fulfillment	Order Fulfillment	
IS00000005	Sample DB	Issue 05	Customer Comm.	Customer Communication	
IS00000006	Sample DB	Issue 06	Mgmt. Processes	Management Processes	
IS00000007	Sample DB	Issue 07	Fiscal Management	Fiscal Management	

Figure 1: Project issues

Name: John Fees ID #: 103

With whom do you interact at least monthly in ways that are generally important in order to get your tasks done, or to help the other person get his/her tasks done?

About how often do you interact with the person in order to do your task, or to help him/her do his/her task?

Importance

Frequency Range

Importance Range

5 - Critical  
4 - Very Important  
3 - Important  
2 - Minimal Importance

5 - Several times a day  
4 - Several times a week  
3 - Several times a month  
2 - A couple times a month

	Product Creation	Mkt. Planng/ Positioning	Capital Planng/ Utilization	Order Fulfillment	Cust. Conm.	Mgmt. Prac.	Fin. Mgmt.
D. Scales	4	5	0	3	5	4	4
D. Vogel	2	3	4	2	2	2	2
P. Kilroy	0	0	1	0	0	2	2
R. Baird	2	2	0	1	1	0	0
N. Dooley	0	0	0	0	2	2	0
J. Swordlow	1	1	3	1	1	2	1
P. Packard	0	2	1	3	1	2	2
C. Dunn	3	3	0	1	1	2	2

Impact Scale Range is 1 through 5 (1 = Never, leave blank)

Seldom Occasional Half the time Usually Always

1 2 3 4 5

IMPACT

When you interact with this person, how often do your interactions have a significant impact on making decisions - either your decisions or the decisions about the following business processes? (Use the definitions on the attached sheet.)

Figure 2: EnCompass data collection instrument

GeneralIssues 1-10Issues 11-20

Id:

D10000128

Project:

Sample DB

Type:

As Is

Subtype:

Label:

Survey Date:

☒ 10/22/2001

Person Interaction

Frequency:

4

Importance:

4

Interaction

From Person:

John Frees

To Person:

Dick Scales

Figure 3: Data collection record—General data

GeneralIssues 1-10Issues 11-20

From: John Frees

To: Dick Scales

Product Creation

Impact:

4

Frequency:

0

Hours per week:

0.00

Mkt.Ping/Positioning

Impact:

5

Frequency:

0

Hours per week:

0.00

Cap.Ping and Utili.

Impact:

0

Frequency:

0

Hours per week:

0.00

Order Fulfillment

Impact:

3

Frequency:

0

Hours per week:

0.00

Customer Comm.

Impact:

5

Frequency:

0

Hours per week:

0.00

Mgmt. Processes

Impact:

4

Frequency:

0

Hours per week:

0.00

Fiscal Management

Impact:

4

Frequency:

0

Hours per week:

0.00

Figure 4: Data collection record—Issue-specific data

ENCOMPASS KNOWLEDGE SYSTEMS

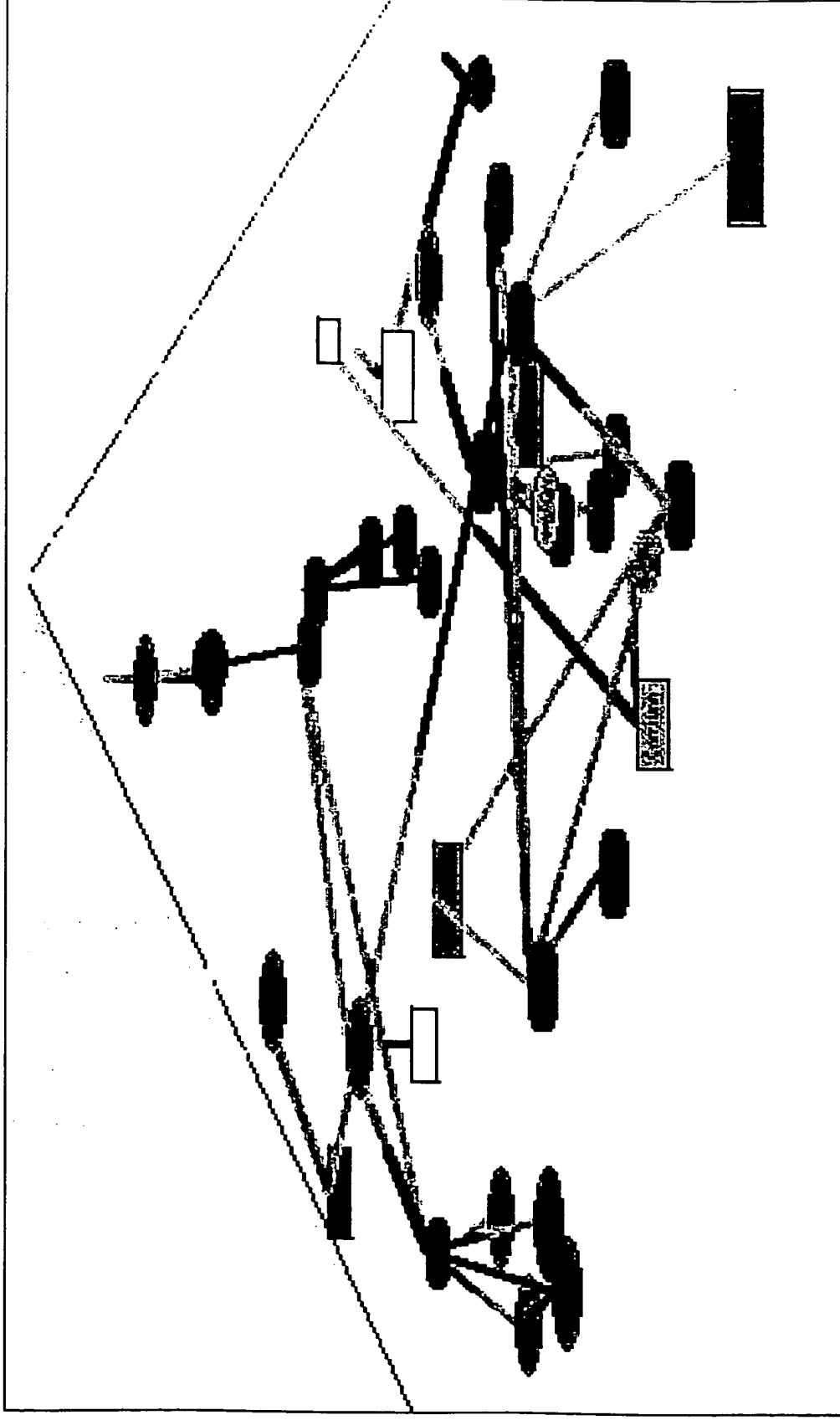


Figure 5: Example analysis display

Model One

☒ Show

Interaction

Agreement Status: 

Either

Criteria:

Management Process +/- 1, the rest is 5

Data Collection:

From

Mgmt Process >=4 Freq/Impact >=4

Order Fulf. >=3 (Freq. & Impt. >=4)

Mgmt Process >=4 Freq/Impact >=4

Person:

Organization:

Or

Or

Or

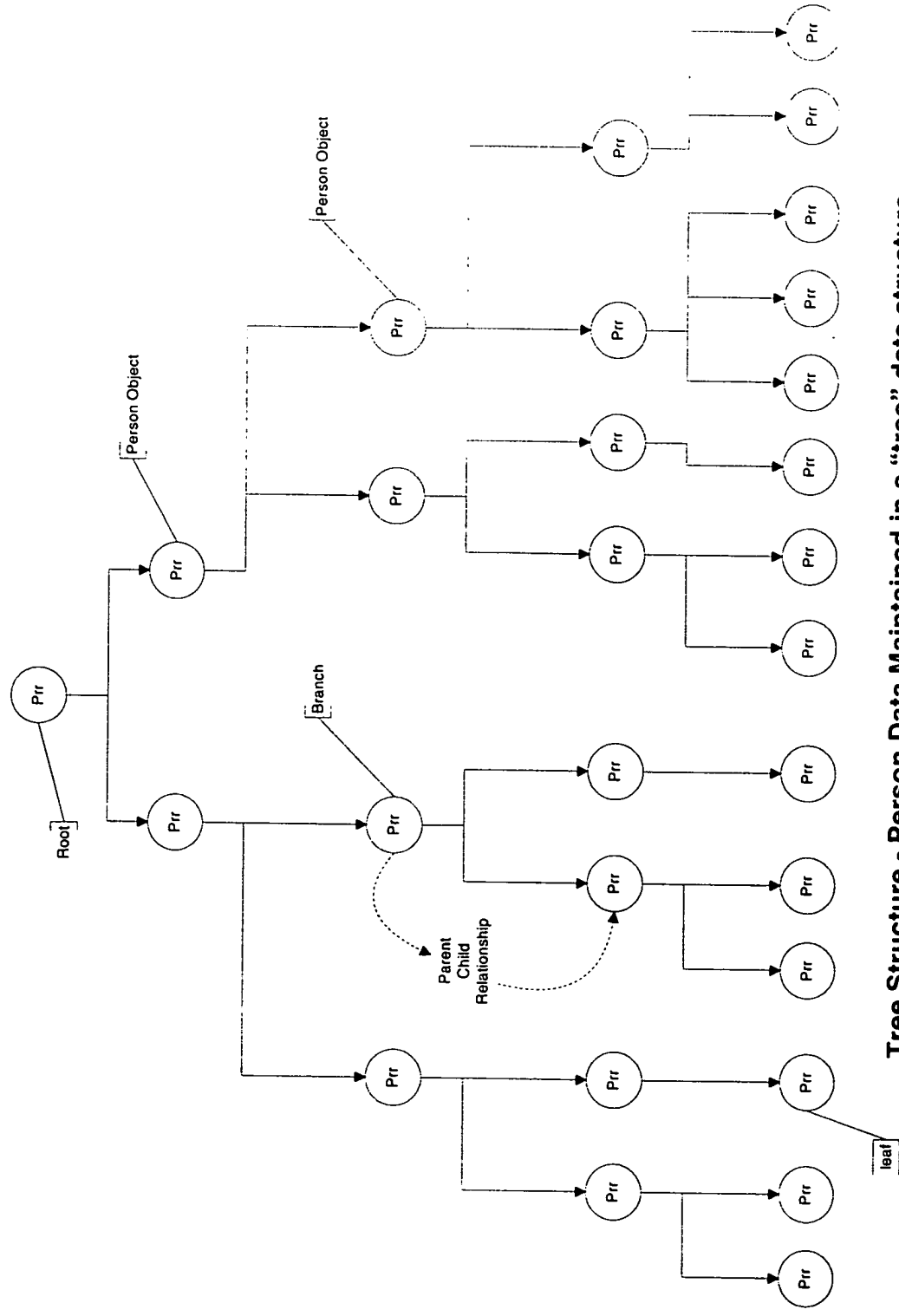
Data Collection:

To

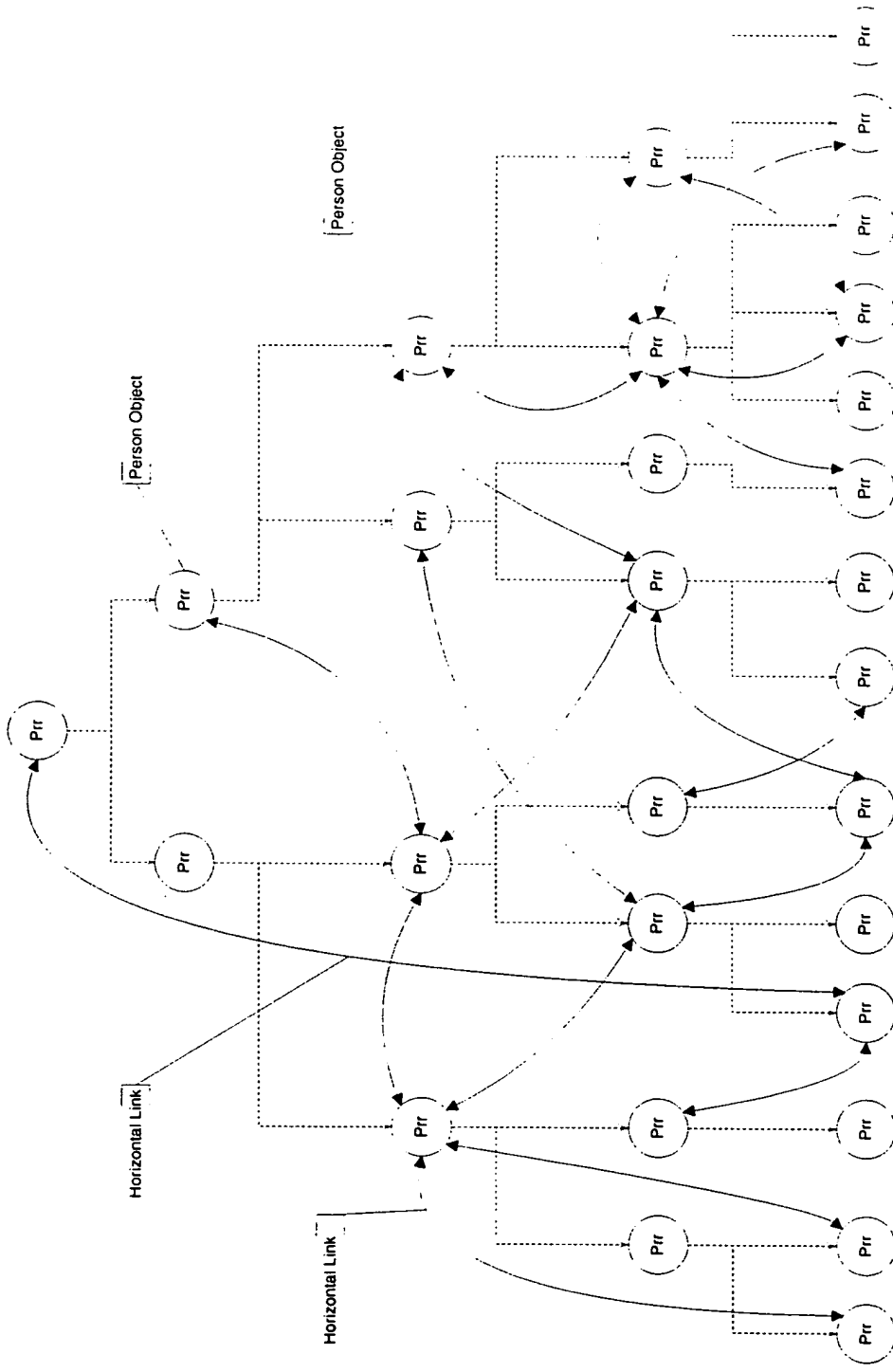
Person: Corporate

Organization:

Figure 6: Model 1 query selection



**Figure 7: Basic tree structure**



**Network data - Undirected Person Link Data Maintained in a "graph" data structure superimposed on a "tree" data structure**

Figure 8: Superimposing horizontal links

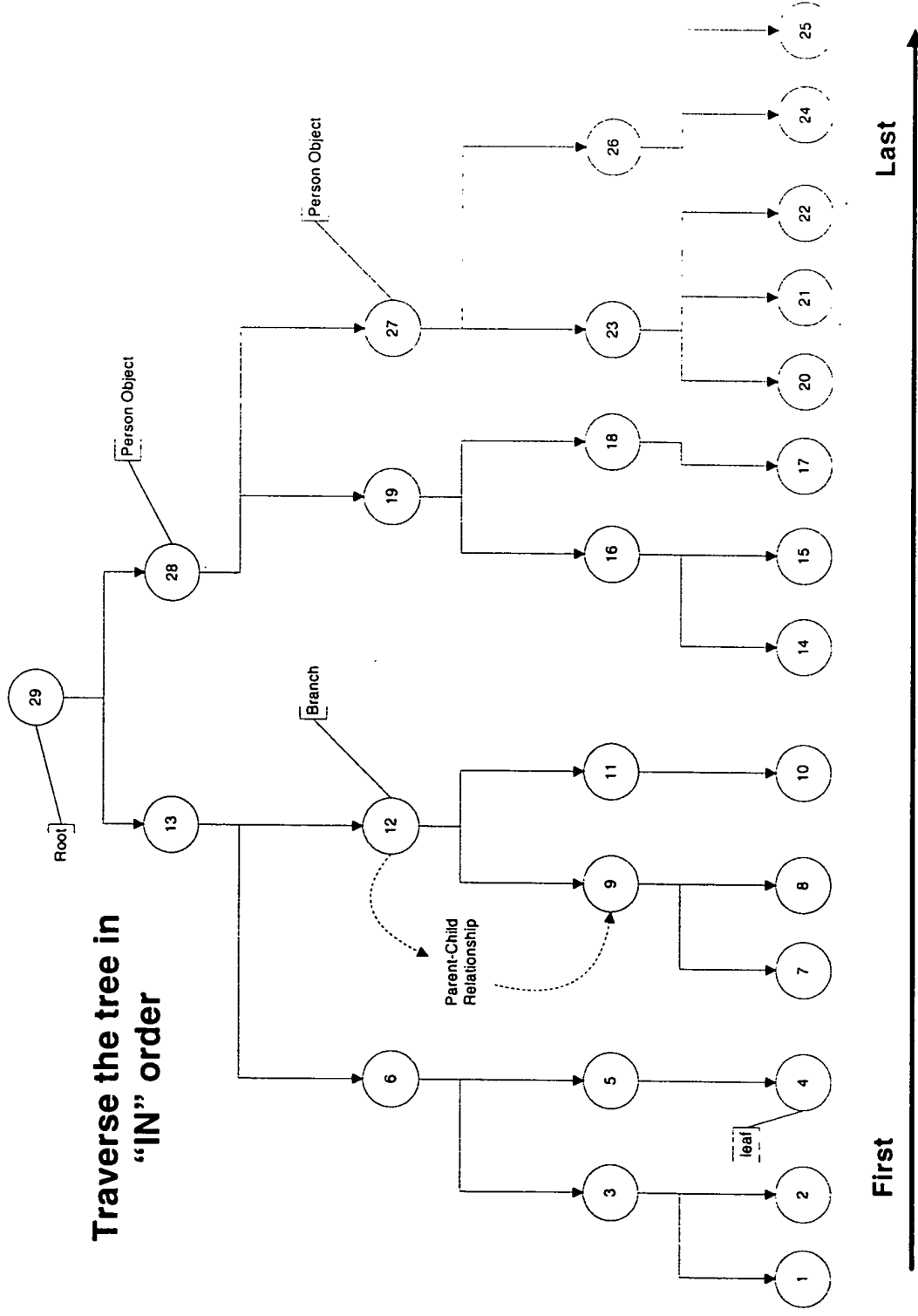


Figure 9: Traversing a tree in "IN" order



Show Results

Eliminate

Eliminate

Eliminate

No Elimination

Agreement Status

Agreed

Criteria

Management Process +/- 1, the rest is 5

Figure 10: Show results panel

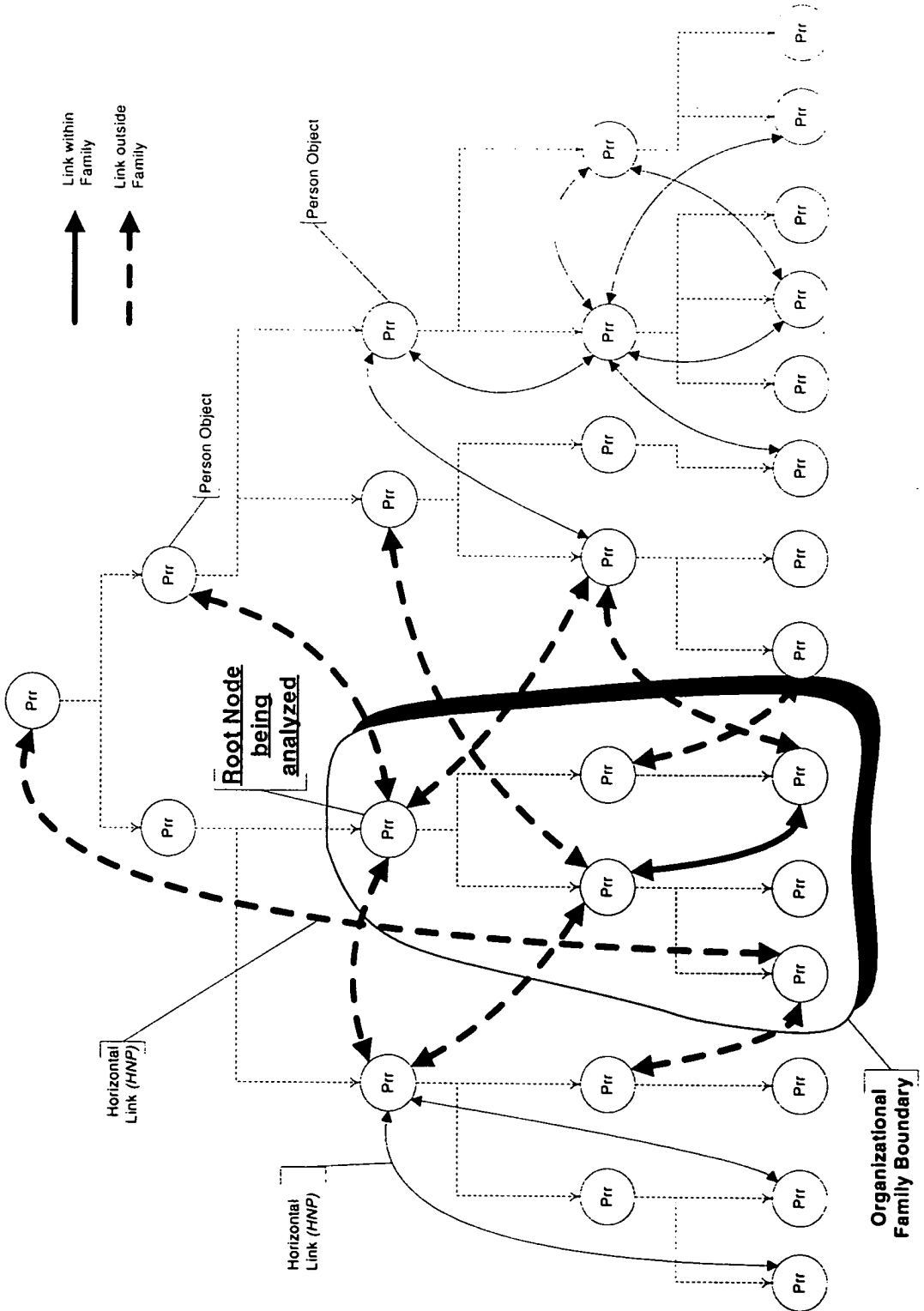


Figure 11: Extended node family

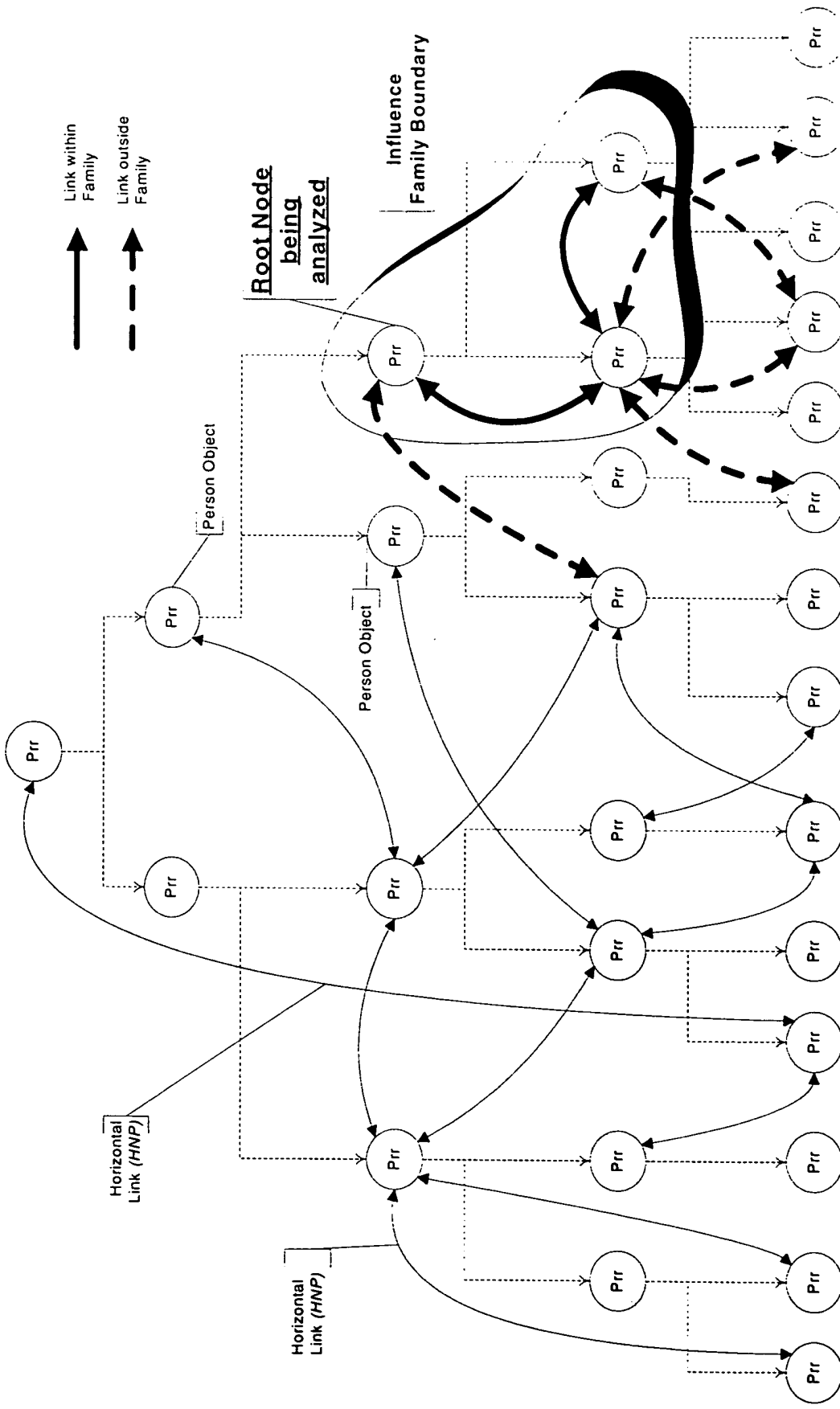


Figure 12: Immediate node family

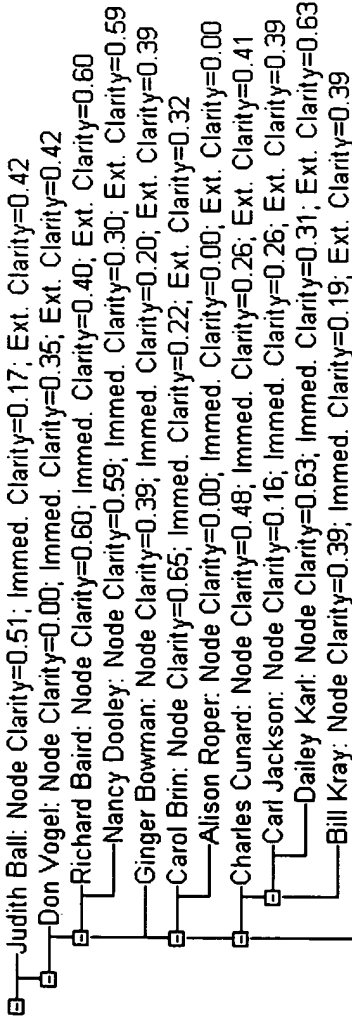


Figure 13: Displaying metrics results